Automating renewals with Tech Data

A great opportunity

With the ability to secure a predictable revenue stream at a fraction of the cost of a new sale, renewals are an invaluable opportunity.

Much more than a box ticking exercise

It's an opportunity for you to engage you're your customers and position yourself as integral to their business.

Customers also benefit from timely renewals, which make renewals a "win-win" when dealt with effectively.

What if Tech Data is able to help you automate those renewals?

There are a number of benefits for you using the new Tech Data InTouch capabilities on Cisco Services Renewals.

New Services Renewals Feature on InTouch – the Software Store

InTouch is the ecommerce Tech Data platform for hardware, software and services.

It allows you to push small deals through, so you can free up more time – we estimate up to **22% more time**[*] to focus on the big deals, which means servicing all your customers better, and hitting your sales targets more easily.

Starting this Spring, you can also find Cisco Services Renewals opportunities transactable on the tool, to make sure you really spend your invaluable time on your business.

The tool will show you all valid quotes produced by Cisco, Tech Data or yourself. With a few clicks you will be able to see and order any Cisco Services Renewal - **simply, easily** and **quickly**.

Partners benefits

✓ Capitalise on the initial time/effort investment you make when your customer first purchased the service

✓ Open up the conversation to service coverage upgrades, extending coverage to other equipment, or replacing existing hardware

✓ Secure a predictable revenue stream for a smaller outlay

✓ Improve relationships with your customers

✓ Strengthen customer loyalty by minimising risk and maximising stability
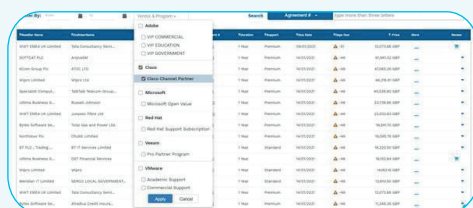
Software Store: Cisco Services Renewals

Locating renewals

Once you have logged into the Software Store, there are 2 ways to navigate to the renewals:
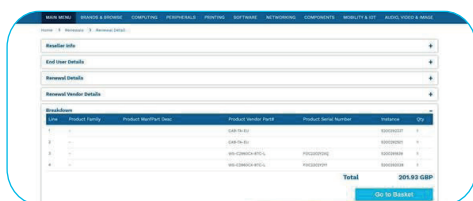

Option 1: renewals tab

Alternatively, if you're searching for something specific, a complete list of renewals can be found under the 'Software' tab.
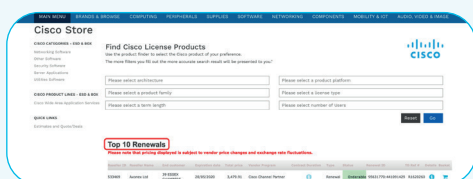

Selecting the correct renewal

From the Renewals main page, you can easily restrict the results to Cisco only from the **'Select Vendor'** filter.

To view specific details about the renewal, click on the contract number and select the information you would like to see.
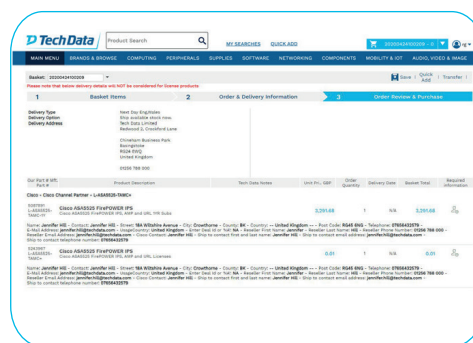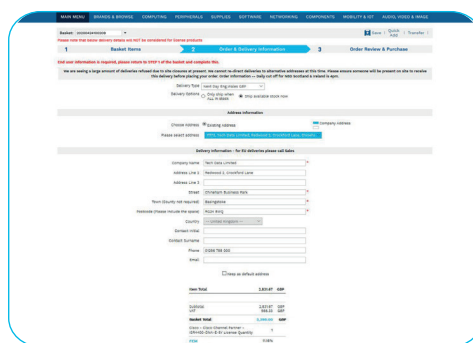
The breakdown selection lists all products included in the contract. With this level of detail to hand, you can feel confident about what's included in the quote before placing an order.

Option 2: top 10 renewals

Under the **'Product Finder'** on the Software Store home page, you will see a list of the top 10 renewals. Based on the opportunity value, you can immediately identify your key targets.

Completing the order

Double check the Order

On the next page, you can verify the order and delivery information to ensure it's accurate and correct.

Purchase

Finally, after clicking **'Place Order'**, you are given your order number.

Find out more

To find out more about the Software Store, please contact your Tech Data Account Manager.

Alternatively, access the Software Store today using your InTouch account.